



**National Foreclosure Settlement Awards
Request for Qualifications and Proposals
Housing Counseling and Community Revitalization
Frequently Asked Questions (FAQ) #2
February 7, 2013**

The following summary of additional FAQs includes questions received during the February 1st Conference Call or subsequently submitted. FAQ #1 can be found on the AG's website on the Bank Foreclosure Settlement page at the following link:
<http://www.ag.state.il.us/consumers/bankforeclosuresettlement.html>.

Will there be another conference call?

No

Can I get a copy of the PowerPoint presentation used during the conference call?

Yes, you will find it on the AG's website on the Bank Foreclosure Settlement page at the following link: <http://www.ag.state.il.us/consumers/bankforeclosuresettlement.html>.

Are units of local government eligible to apply?

Yes. Units of local government can apply as part of a team. Units of local government can be a Team Member, but not a Team Leader/Fiscal Agent. Units of local government can request funds, or they can play a supportive and strategic role without requesting funds, even by investing funds.

Are quasi-governmental entities eligible to apply?

Yes. Quasi-governmental are eligible to apply as Team Leaders/Fiscal Agents and/or as Team Members.

Do all Team Members have to submit the required financial statements and other supporting documents?

With the exception of professional firms under contract (eg contractors, lawyers, accountants), all applicants requesting funds (including Team Members, even if not the Team Leader) must submit the following supporting documents, as discussed on the top of page 4 of the RFQ/P:

- Audited financial statement, tax returns and/or 990 for the past 2 years,
- Most current interim financial statements, including quarter-end income statement, projected 2013 income sources, and balance sheet, if available,
- Bios for key staff,
- Board list, including affiliations, for nonprofit applicants, and
- IRS 501(c)(3) Determination Letter for nonprofit applicants.

Note: In addition to nonprofit applicants with 501(c)(3) status, those with 501(c)(6) or L3c status are also eligible applicants.

What should we do if we are in the process of being audited, but the audit will not be available by Feb. 15?

Please provide the most recent audit available.

Does prevailing wage apply?

Yes

Are foreclosure mediation programs eligible for funds under this RFP?

No, but housing counseling agencies supporting foreclosure mediation programs are eligible to apply for funds under this RFP.

Do developers applying as stand-alone applicants need letters of support from local government?

All applicants should provide support letters from key public and private sector partners addressing their commitment to the strategy and/or development.

Should the letters of support be for the specific project or the organization as a whole?

Support letters should address commitment to the strategy and/or development proposed by the applicant, and ideally explain how they or other stakeholders will benefit from and/or contribute to the proposed plan. Their stated support of the organization is also useful, but

we're very interested in what other stakeholders think of the proposed plan. We may seek more detail during the review process.

What overhead costs does the 15% limit apply to?

Costs for activities or services that benefit more than the proposed activity or service and may include items such as facilities costs, equipment and information services. While these costs are not directly attributable to a specific grant-supported project and it is often difficult to determine how much is associated with each project, these costs are real and necessary to carry out the work.

Can our targeted area be city-wide or county-wide?

Yes, your targeted area can include one or more targeted neighborhoods, a whole city, multiple cities, an entire county or even a broader geography. Please explain in your application what impact you anticipate achieving, why you've determined the scale proposed is most strategic, and what your expertise is within that geography related to the households and/or market you will be serving.

Please define capacity building.

In addition to describing your proposed impact on the foreclosure crisis, through work with the households or neighborhoods targeted in your proposal, the Office of the Attorney General is also interested in the work you are doing to strengthen the ability of local partners to respond to evolving housing market challenges. Capacity building is defined as the expanded efficiencies and skills you hope to gain as you proceed with your proposal. How can the partnerships you are forming or the experts supporting your proposal assist you in sustainably advancing your mission? More information on this concept is available at www.councilofnonprofits.org/capacity-building.

Please define relevant outreach.

Recognizing that households with the greatest needs are not always the ones most likely to be aware of -- or have access to -- pending opportunities, "relevant outreach" is about what will you be doing to inform, educate and engage the people you are hoping to serve or house?

Please explain question (4)(b) of the Narrative asking for relevant data informing (and still needed) for the proposed strategy.

What is the data you are using to understand the challenges your proposal aims to address, and what data do you still need to understand the problem better, and/or to track progress?

How should a technical assistance provider calculate costs? It is difficult to estimate our exact scope of work until the grantees are selected and their technical assistance needs identified.

Please provide a range of possible costs or cost per service to be delivered for your proposed work with individual teams and with other selected technical assistance providers. We are also interested in the costs of assessing efficiencies or capacity needs statewide, and broader “best practice” education. Additional dialogue with selected applicants will help refine the final scope of work for technical assistance providers.

Can you please explain the minimum and maximum amounts requested on Appendix A?

Please only answer this question if it is relevant, but we do want to know if your strategy requires a minimum scale to be cost-effective for you and/or if you anticipate organizational barriers should you be challenged to serve a broader area or demographic.]

If you are only providing counseling /outreach for renters and not owners or buyers, are you still eligible for funds?

Yes. We will want your application to explain why you think the rental market needs particular support right now.

Can land be acquired for green space, parks, or to eliminate non-conforming residential lots and combine them to make them legal?

Yes, if these uses support a broader residential redevelopment strategy, then they are eligible.

Can funds be used to subsidize rent?

There are not sufficient resources to commit a significant number of rent subsidies for any length of time, but this is not an ineligible cost.

Can you please clarify whether properties acquired must be in foreclosure? Do vacant properties have to be in foreclosure?

No, these funds do not require that all properties served be in some current or past stage of foreclosure, but proposed redevelopment activities should improve the quality of neighborhoods that have struggled with vacant and abandoned properties resulting from the foreclosure crisis.

Can we use these funds to provide mortgage assistance to homeowners in jeopardy of foreclosure?

Yes

Are foreclosed multi-family properties eligible?

Yes

Is mixed use (residential over commercial) an eligible use? Can these funds support broader economic development activity?

A mixed-use development is eligible, but the AG's funds can only be used for the residential space. Similarly, while the dollars available are specifically for housing and residential purposes, it is hoped that these funds will advance broader economic development in areas devastated by foreclosure. Where relevant, please discuss how the residential work proposed, and the team involved, is responding to these broader trends and demands.

If you like the proposal but think the request for funding is too high - will you consider funding, but with a lower award amount?

Yes

Are the awarded funds going to be paid to awardees on a reimbursable basis or front-loaded?

Funding awards will be determined on a case-by-case basis.

What type of compliance, monitoring and reporting will be required?

Compliance, monitoring and reporting will be determined and finalized after the teams are selected as part of the process of formalizing Agreements. It is anticipated that, where possible, efficiencies will be created by building on existing monitoring procedures used by other public and private funders.

Do you have a prescribed format for submittal of the hard copies?

No, but please make it as easy as possible for the reviewers! Please label and organize everything according to the RFP/Q.

Is there still an opportunity for community organizations to become part of the committee that will determine who is eligible and best suited to receive funds?

No. Initial evaluations will be made by the Office of the Attorney General and the Advisory Council, with final decisions determined by the Attorney General.

How do you evaluate leverage? When you evaluate an applications' leveraging, will you give credit only to committed sources or do you take into account prospective sources?

Prospective sources will be considered. Please identify all sources of funding as committed, pending, or prospective. We may ask for more detail during the review process.

How much emphasis will you be putting on serving diverse, underserved communities?

The Evaluation Criteria focus on the track record, and capacity building that is proposed, to ensure that applicants are able to serve a diversity of communities struggling with the

foreclosure crisis in a manner that addresses the diversity of people and needs represented in the applicants' targeted areas.

Are there identified target areas that will be given preference?

Yes and no. While there is no list of census tracts targeted, these dollars are specifically designated to address the ripple effects of the foreclosure crisis, which are far reaching and vary statewide. The Office of the Attorney General is seeking qualifications and proposals from teams with ideas of how to most strategically address this challenge. Your understanding of local data and needs will be critical to the success of your proposal

Are out of state entities allowed to participate in this process?

Yes

FOR MORE INFORMATION, PLEASE CONTACT KIM PULLIAM AT

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Your question will be directed to appropriate staff.